

How a global engineering firm reduced time to run sourcing events, and gained a single source of truth for global procurement



A leading global engineering firm has replaced fragmented, email-heavy sourcing processes with a single, governed platform — centralising sourcing events, improving spend visibility, and giving senior leadership the procurement intelligence they need to make confident decisions, with the help of Scanmarket by Unit4.

The firm is one of the world's leading professional services consulting firms, bringing together engineers, technicians, architects, planners, and environmental specialists to deliver projects across transportation, infrastructure, property, environment, and energy. With operations spanning multiple continents and a history of growth through acquisition, aligning procurement processes across diverse regions and business units is a strategic priority.

Industry

Architecture, Engineering and Construction

Location

Global

Size

70,000+ employees

Product

Scanmarket by Unit4; Spend Analytics, Project Management, eAuction, eRFx

Key metrics



Sourcing events centralised and controlled

Email chains replaced by structured, trackable sourcing events with timelines, documentation, and Q&A managed in one place.



Rapid, expert support when it matters

Quick Call gives the procurement team and their suppliers access to expert guidance, typically within 2 to 10 minutes.



Procurement intelligence for the C-suite

QBR reporting now combines Spend Analytics, Projects, and Events data, giving senior executives visibility into what is driving spend and insight they did not have before.

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Scanmarket is really, really good, absolutely brilliant. Compared to other enterprise procurement solutions, this is simplicity. And the Quick Call support makes a lot of difference.

Global IT Procurement Director, WSP

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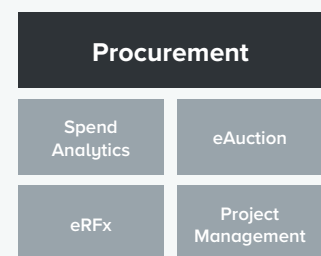
The challenge

Acquisition-led growth created complexity and inconsistency in procurement operations globally. RFPs were often managed via email, spreadsheets, and a legacy system (in one example, a single RFP

generated 120+ emails), with no single source of truth or visibility. Reporting lacked context for senior stakeholders, and supplier queries slowed progress.

How did Unit4 help?

- Phased rollout launched across the UK, Europe, and Canada in roughly three months.
- eRFx expanded to North America after a successful trial, and more licenses added in Canada and Europe.
- Unit4's Customer Success team worked closely with the firm to support adoption and ensure teams successfully rolled out new modules.
- Quick Call support service drove adoption, helping users and suppliers keep sourcing events moving, even during live scoring and evaluation.



Why Scanmarket by Unit4?

The firm evaluated procurement solutions against a clear set of requirements: Genuine integration across sourcing, project management, and spend analytics; a platform that suppliers and internal users could adopt without friction; and responsive support that would lower the barrier for new users.

Scanmarket by Unit4 was selected based on:

- **An integrated, single platform** across all key modules enabling the connected reporting that leadership required.
- **Ease of use:** Where other enterprise procurement solutions created friction for suppliers and required significant investment to implement, Scanmarket offered a more straightforward experience.

- **Quick Call support:** The ability for any user or supplier to access expert help within minutes, with support teams able to view the relevant event in real time.
- **A partnership approach to product development:** Unit4's commitment to delivering functionality was a key factor in the renewal decision.
- **Proven scalability:** A platform capable of supporting phased regional expansion, from a UK core to North America and beyond.

Achievements

100's to 10's

100+ emails per RFP replaced by governed sourcing events

One platform

Sourcing activity managed in a single platform, with timelines, documentation, Q&A, and supplier communications centralised and fully trackable.

70%

70% reduction in time taken to pull together QBR reports giving the CFO and COO a clear view of procurement activity and the drivers behind organisational spend.